

Message Text

UNCLASSIFIED

PAGE 01 KHORRA 00004 221518Z

42 40

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 RSC-01 /018 W

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R 221255Z JAN 75

FM AMCONSUL KHORRAMSHAHR

TO SECSTATE WASHDC 0141

INFO USDOC WASHDC

UNCLAS KHORRAMSHAHR 0004

FOR STEPHEN H. PHINNEY

BUILDINGS DIVISION EXPORT MANAGER

BUTLER INTERNATIONAL COMPANY

BMA TOWER - PENN VALLEY PARK

KANSAS CITY, MISSOURI

E.O. 11652: NA

TAGS: BEXP

SUBJ: SALES OPPROTUNITY

WITH REGARD YOUR LETTER OF JANUARY 2ND PLEASED TO ADVISE
THAT KHORRAMSHAHR WAREHOUSE PROJECT MATERIALIZING. COMPANY
INTENDS LEASE FOR 30 YEARS FROM GOVT. 1 MILLION SQ. METERS
OF LAND FIVE MILES OUTSIDE KHORRAMSHAHR TO BUILD NUMBER OF
BONDED WAREHOUSES. SHAREHOLDERS INCLUDE NATIONAL BANK OF
IRAN, INSURANCE BANK OF IRAN, THE IRAN INSURANCE CO AND
52 PARTNERS IN KHORRAMSHAHR. PROJECT WOULD BE FINANCED WITH
15-30 MILLION DOLLAR LOAN FROM IRANIAN GOVERNMENT.

COMPANY BOARD WOULD MAKE ANY PURCHASING DECISION HOEVER
MEHDI KAROUN AS CHAIRMAN OF BOARD WOULD CERTAINLY HAVE A SAY.
COMPANY IS WILLING TO ENTERTAIN ANY PROPOSALS YOU HAVE RE
DESIGN AND CONSTRUCTION OF FACILITY BUT SINCE FINANCING NO
PROBLEM BELIEVE JOINT VENTURE IDEA A NON-STARTER.
THERE IS COMPETITION FROM FRENCH AND GERMAN COMPANIES
SOME OF WHOM HAVE ALREADY VISITED KHORRAMSHAHR. IF YOU
WISH TO BE IN RUNNING FOR THIS LUCRATIVE SALES OPPORTUNITY
YOUR COMPANY WILL HAVE TO SEND AN AUTHORITATIVE,
KNOWLEDGEABLE AND PERSUASIVE REPRESENTATIVE TO IRAN AT
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PAGE 02 KHORRA 00004 221518Z

EARLIEST OPPORTUNITY. REPRESENTATIVE SHOULD BE PREPARED

TO SPEND A WEEK IN IRAN. PLEASE ADVISE ME BY TELEGRAM
IF AND WHEN YOU PLAN TO SEND REP TO IRAN AND WE WILL THEN DO THE
NECESSARY AT THIS END.
AMERICAN CONSULATE
KHORRAMSHAHR, IRAN.
HORNBLow

NOTE: NOT PASSED BY OC/T

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NNN

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